

Message Text

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ORIGIN NEA-12

INFO OCT-01 ISO-00 COME-00 RSC-01 (ISO) R

DRAFTED BY NEA/INS:DWBORN:HME

APPROVED BY NEA/INS:LBLAINGEN

COMMERCE:CCLEMENT(PHONE)

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P R 161226Z JAN 74

FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI PRIORITY

INFO AMCONSUL BOMBAY

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E.O. 11652: N/A

TAGS: BPRO, IN

SUBJECT: MINNESOTA MINING AND MANUFACTURERS

REF: NEW DELHI 578

FOR AMBASSADOR

1. GAVIN HAS RETIRED. YOUR MESSAGE PASSED JANUARY 14
AND 15 TO 3M DIVISION VP BERLIN BY PHONE.

2. BERLIN, WHO HAD CALLED AT EMBASSY WITH OTHER 3M
OFFICIALS LAST YEAR, EXPRESSED APPRECIATION FOR
AMBASSADOR'S AND EMBOFFS' HELP. BERLIN SAID THAT 3M:

- A. WAS DEFINITELY PLANNING INVEST IN INDIA;
- B. WOULD APPOINT A PROJECT MANAGER SOON;
- C. WOULD SEND A GROUP FROM HEADQUARTERS TO VISIT
INDIA WITHIN 45 DAYS, LEAVING PROJECT MANAGER RESIDENT
EITHER IN DELHI OR BOMBAY; AND
- D. SOME FIVE INDIAN FIRMS ARE UNDER CONSIDERATION
AS PARTNERS IN TWO PROPOSED JOINT VENTURES, WHICH WOULD
MANUFACTURE A NUMBER OF PRODUCTS INCLUDING COPYING
MACHINES (MIX OF PRODUCTS STILL UNDER NEGOTIATION

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WITH GOI).

3. BERLIN EXPRESSED INTEREST, IN PARTICULAR, IN GOI

POLICY CONCERNING THE PROPORTION OF OWNERSHIP OF JOINT VENTURES PERMITTED THE FOREIGN INVESTOR. 3M SOUGHT 51 PERCENT OWNERSHIP, BUT GOI OFFICIALS HAD ARGUED THAT LAW ALLOWED ONLY 40 PERCENT. WE ARE ADVISING 3M THAT INDIAN POLICY AND REGULATIONS STILL LEAVE SOME ROOM FOR NEGOTIATION WITH GOI HERE, AND ARE PROVIDING 3M WITH INFORMATION ON AVAILABLE GUIDELINES (SUCH AS FORWARDED BY YOUR TELEGRAM 15109 AND A-346).

4. WE WILL FOLLOW UP ON THIS AND ALERT YOU WHEN 3M GROUP'S TRAVEL PLANS KNOWN. RUSH

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